



**PLAY
BIG**



Sonata Software
**Annual General
Meeting**

31st Jul'23

Executive Leadership Team: enabling the vision



Samir Dhir
MD & CEO



Sujit Mohanty
SITL



Roshan Shetty
International Sales



Anthony Lange
Global Partners



Suresh HP
Global Delivery



Jagannathan C
CFO



Rajsekhar Datta Roy
CTO



Balaji Kumar
CHRO



Hemant Bhardwaj
CMO



Srinivasa Veeravelli
Quant



Muralee Bhaskar
Encore



Sonata at a glance



We are a Modernization and a Digital Engineering company powered by our unique **PLATFORMATION™** framework.

The Company

35+ YEARS

IT Solutions Provider

\$950+M*

Revenue

15.3%* CAGR

across 10 years

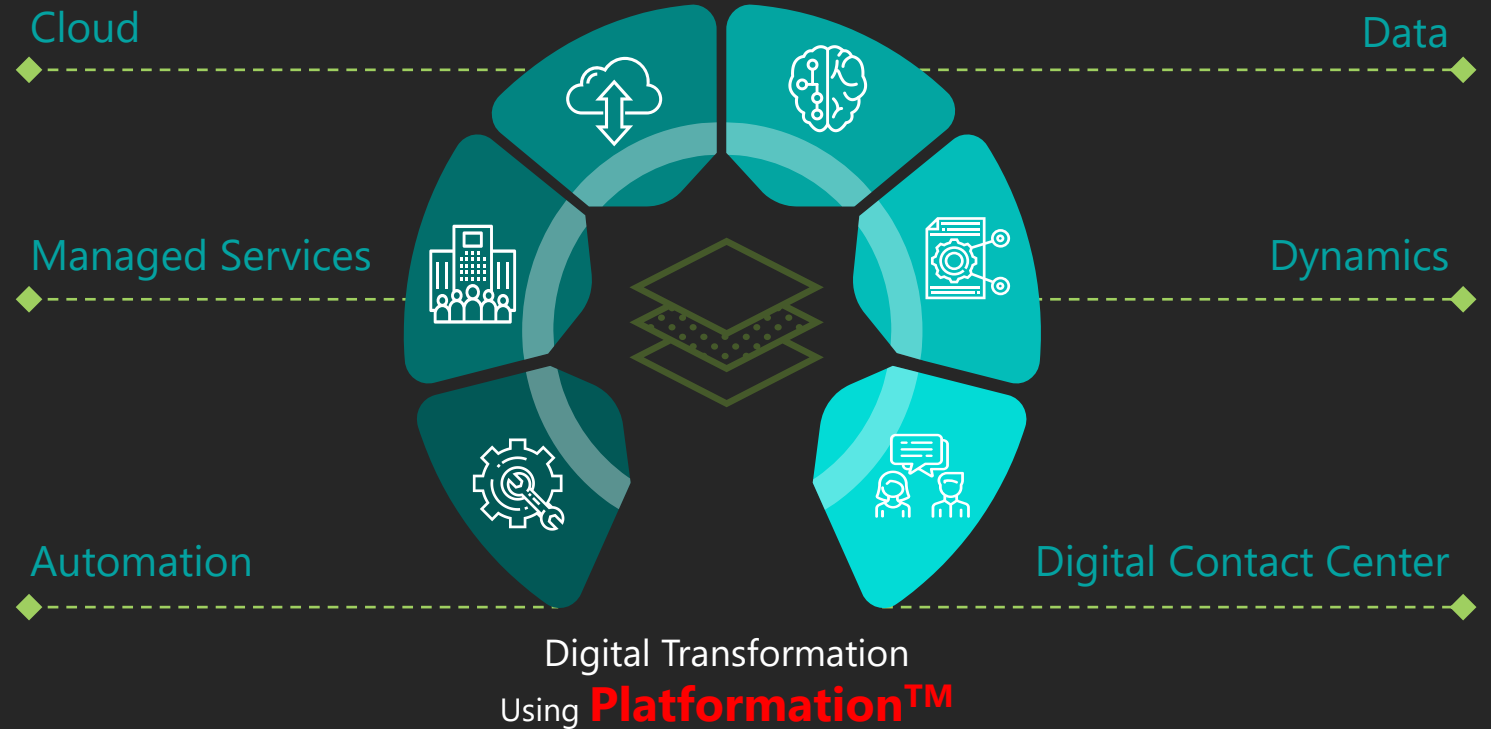
Listed (SONATSOFTW)

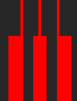
Market Cap \$ 1.7B*

6500+ Employees

Across US, EU, Asia & ANZ
Powered by *Unified Engineer Program (UEP)*

Delivering Outcome-based Modernization Services

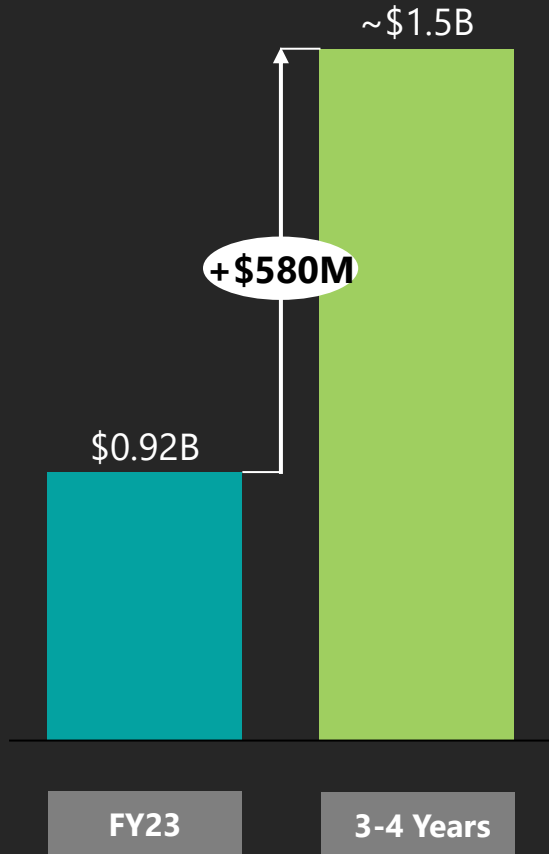




Three years - Performance Vision For Sonata



Revenue Growth (In \$M)



EBITDA of early 20's



SCALE – Key Drivers



Harvest

Microsoft sell-to; Dynamics
Sustain SITL momentum
Retail, Manufacturing, Travel and TMT



Invest

Sales, Large deals, BFSI, Healthcare Life Sciences
and technical capabilities (Cloud-Data-AI)

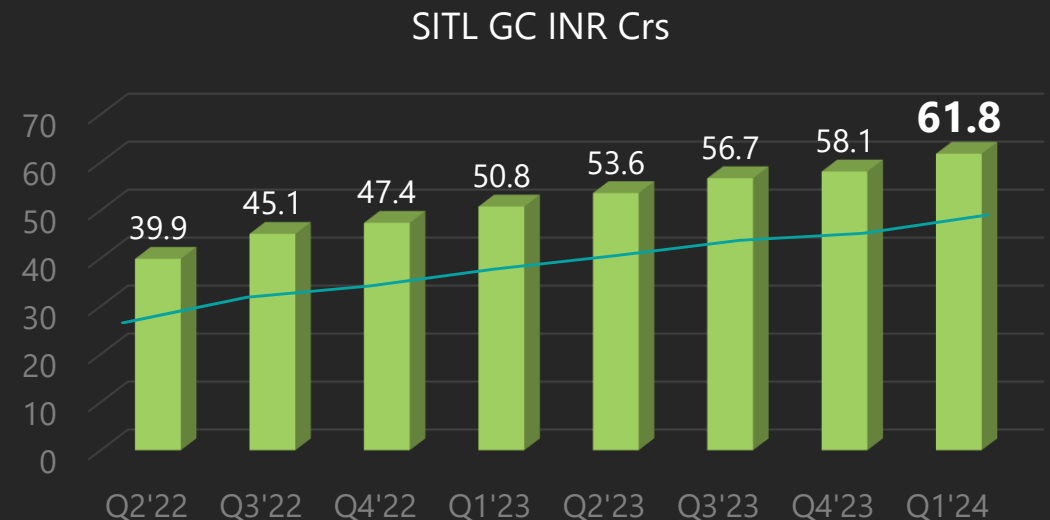
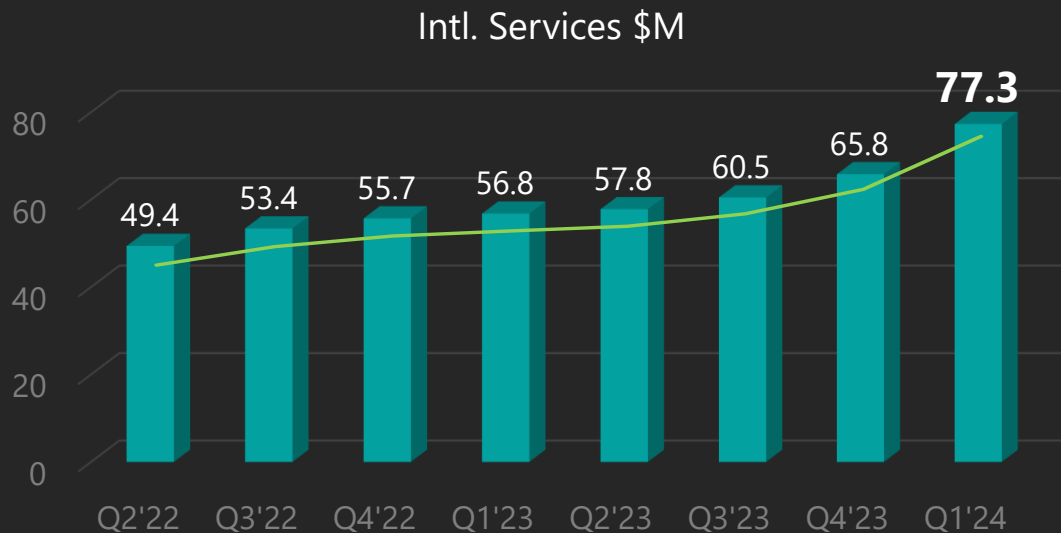


Diversify

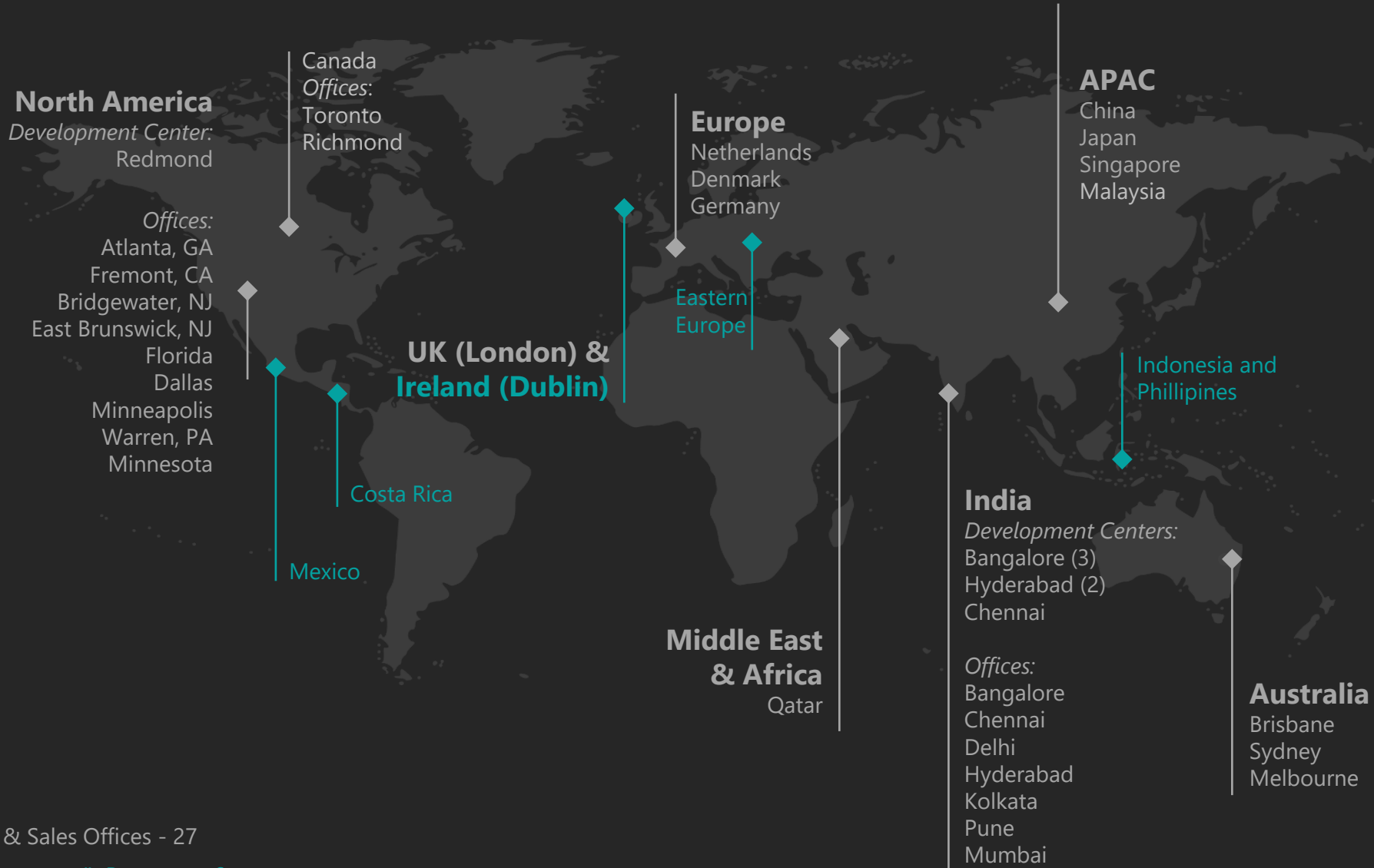
Clients: Build multiple large accounts.
Brand: Global brand in Modernization



In Q1 we crossed **\$300M annual run rate** for the International Business



We our serving our Global clients across 33 offices and centers...



- Development Centers & Sales Offices - 27
- Global Delivery centers recent/InProgress - 6

Serving our clients across FIVE geos, FOUR industries & EIGHT partners



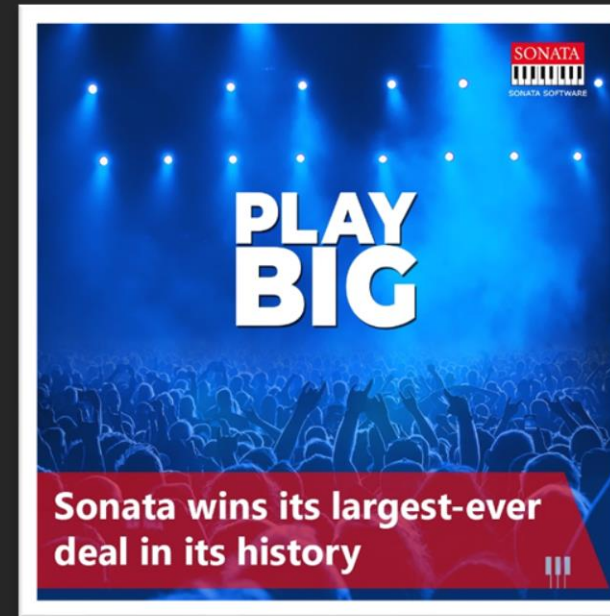
Innovative IPs

LISA Chatbot (Conversational AI), **Workbox.io** (Archival), **Lightning Build**

We have made some Big Moves....



Acquisition
Quant Systems Inc



Winning
Large Deals



D&I: Building Diverse
Global Firm

Sonata won the largest ever deal in its history in Q4

\$160M – over 10 years - Modernization deal



Client Overview

Industry
Retail and Finance

Revenue
\$1.5 B

Employees
2600+

Business Overview
Catalog, eCommerce, Credit, Apparel, and fashion

The Pressure Points



Legacy Tech Stack



Lack of standardization

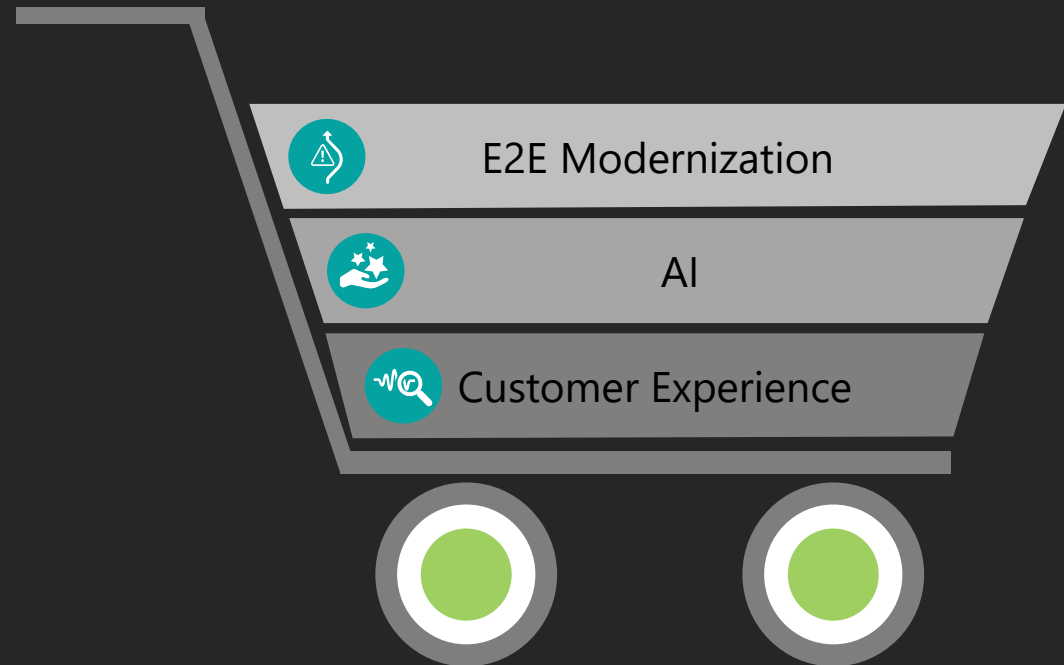


High cost of IT operations



Customer Experience

The End Goal



Sonata acquired Quant – a specialist firm in Enterprise Data & Cloud



Quant Systems Inc.

BFSI & Healthcare

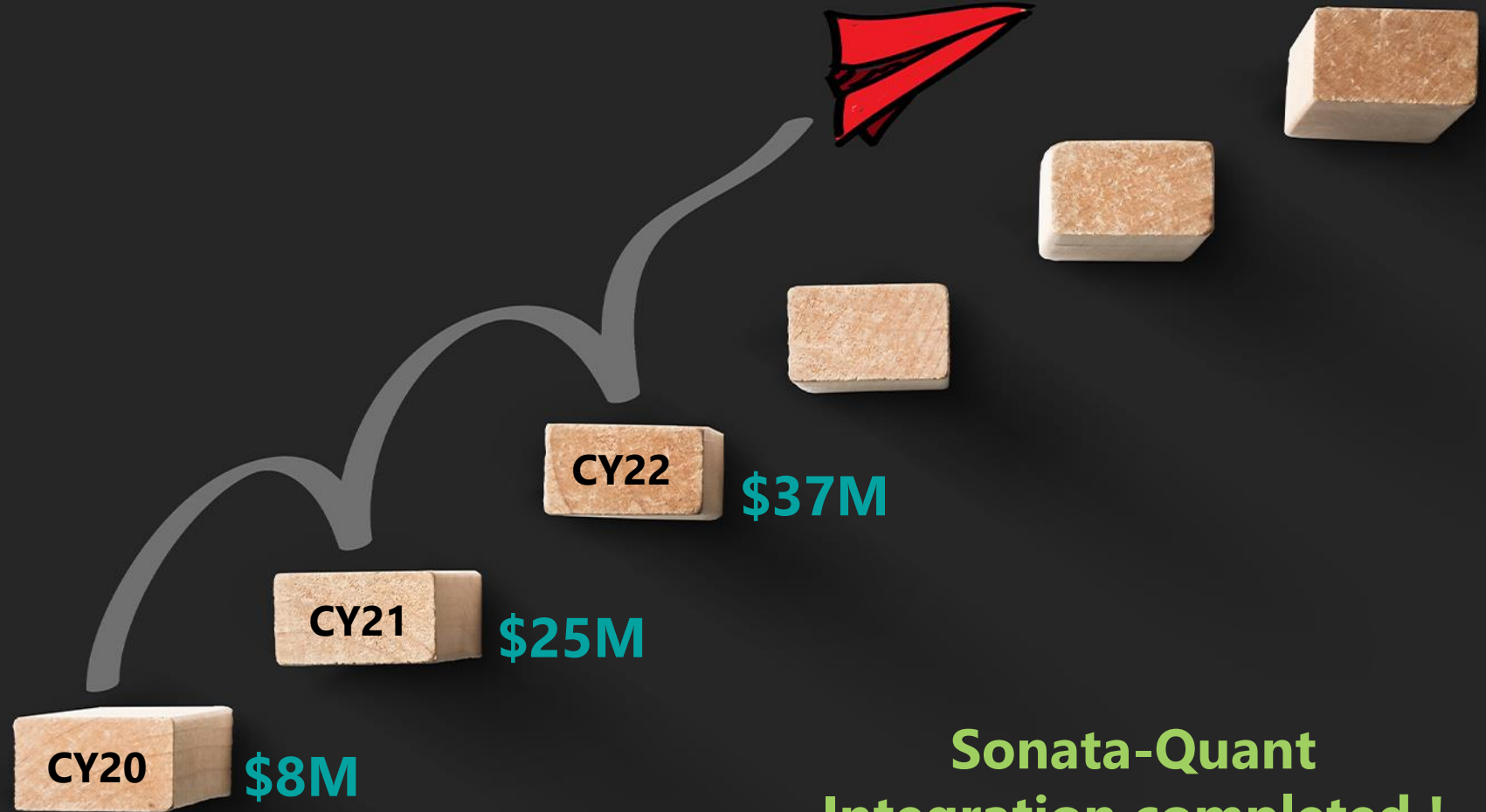
Enterprise Data & Cloud

\$37M

Revenue

300+ Engineers

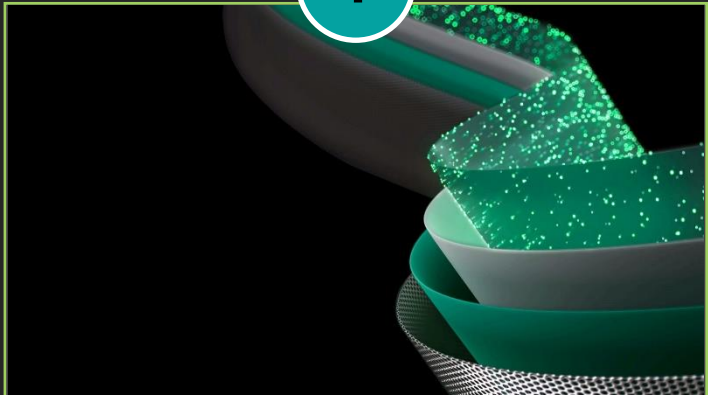
Across US, India, Mexico, Costa Rica



**Sonata-Quant
Integration completed !**

What are the key bets we are making for the future?

1



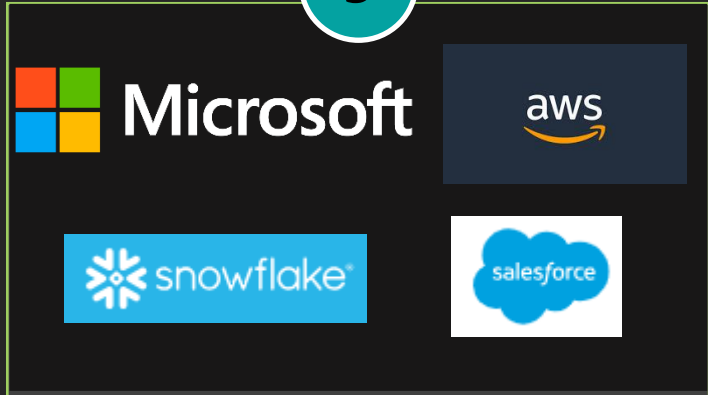
Microsoft Fabric:
Overcoming Data Silos
and Dark Data

2



AI & Gen AI

3



Modernization



Continued focus

Verticalization

Focused six GTM's

Large Deals

10 Mega accounts

Sonata's Responsible-first AI offering for Enterprise scale – Harmoni.AI



Reaching ~ \$ 60B TAM

Gen AI is expected to achieve ~ 30% share of overall AI market by 2025



'Responsible by design' approach

- Process (Payments, regulatory, clinical trials)
- Contact Centers – cross-sell and upsell

Industry Analysts are recognising our deep technology capabilities



Our laser focus on Corporate Governance and building a sustainable enterprise...



Sustainability Target:
**Carbon Neutrality
by 2030**

Single Use Plastic Free certified by FY 24

Aim for 100% Tier 1 suppliers on ESG compliance and training by FY 24

UNGC Signatory by FY 24

SbTi Commitment by FY 24

SONATA SPARK
Recognizing Innopreneurship

Recognizing innovators, creators, and game-changers

GRAND FINALE

INTRODUCING DIVERSITY & INCLUSION INITIATIVE

SCALE
SONATA CAREER ACADEMY FOR LEARNING EXCELLENCE

**Back to office, 😊
Back to the Buzz!**

1

High Revenue growth with Industry Leading margins

Focus on high revenue rate realization and high margins business

EPS : ₹33*# / Share

2

Strong Cash Position & Balance Sheet

Very strong positive cash generation and cash position

Liquidity of ~ ₹800+ Crs

3

Superlative returns for Shareholders

Industry leading ROCE and ROE & Bonus share issue

ROCE > ~35%#

4

Sound Capital Allocation

Sound capital allocation

Dividend : ₹15.75* / share

#Trailing 12 months

*Bonus issue 1:3, record date - Sep 10, 2022

Sonata outperformed its peers in the international markets in FY23– we delivered 18.7% YoY; Domestic business continued to grow steadily

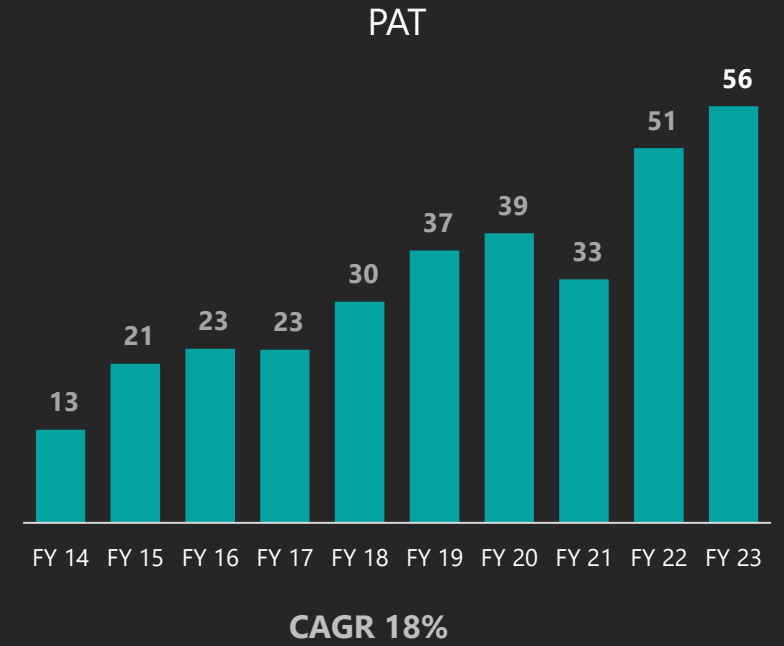
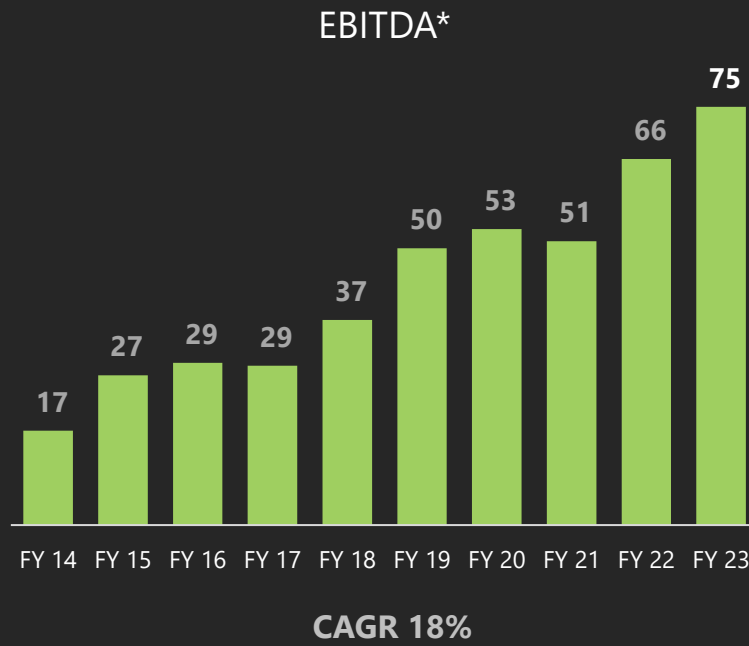
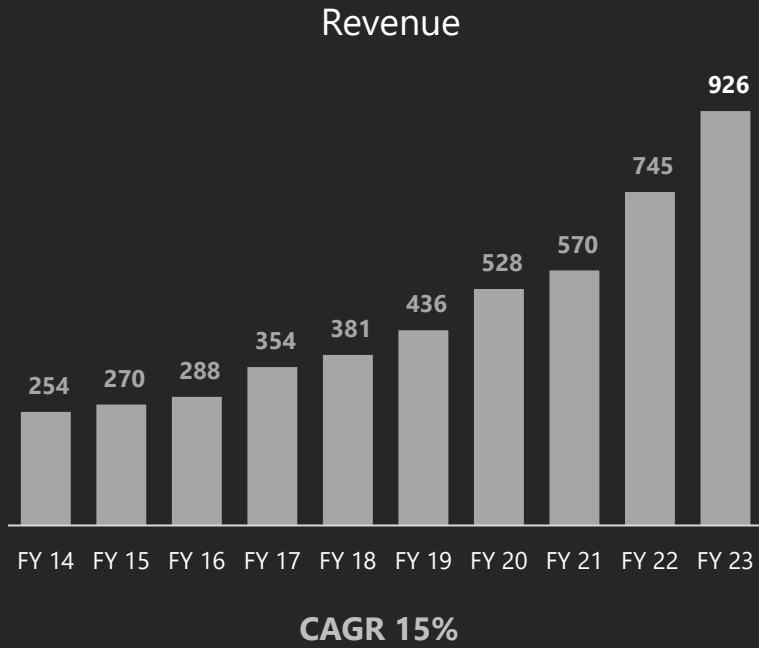


	FY 22	FY 23	Growth %
Revenue Intl. Overall (\$ M)	203.0	240.9	18.7% ↑
Revenue SITL(Rs Cr)	4065.2	5539.8	36.3% ↑
Consolidated Revenue (Rs Cr)	5553.4	7449.1	34.1% ↑
Consolidated PAT (Rs Cr)	376.4	451.9	20.1% ↑

Consistent Growth over last 10 years



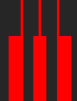
Consolidated Revenue & profitability (\$Mn)



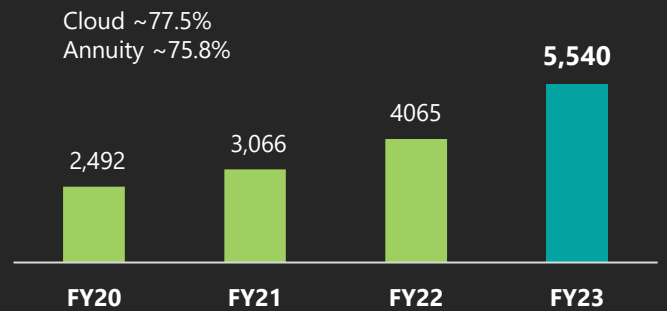
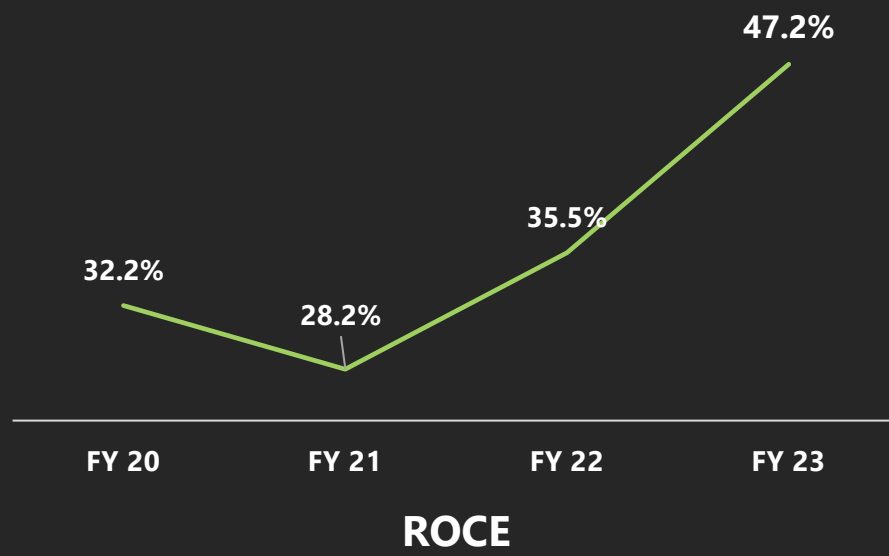
Predictable and resilient growth trajectory

*Before OI and FX

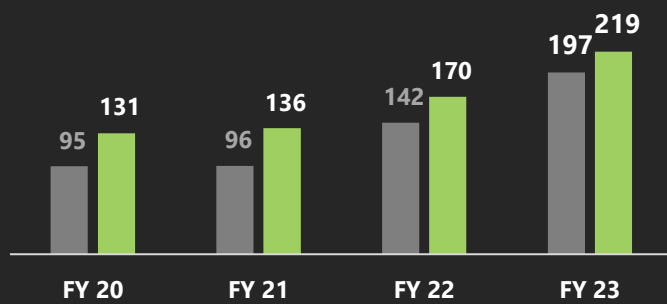




SITL – Delivered strong Growth with Industry leading ROCE



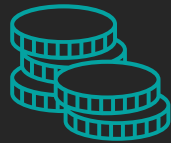
Revenue (INR crs) CAGR - 22%



Gross Contribution (INR crs) CAGR- 14%
EBITDA (INR crs) CAGR- 20%



Sonata Software: Committed towards Shareholders Value creation



Proposed Dividend Payout –
₹15.75 / share



Bonus issue 1:3,
Record date - Sep 10, 2022

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BIG**

Thank you!

